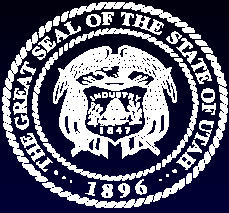


Governor's Office of Economic Development

P T A C

**Procurement Technical Assistance
Centers – Presentation For
ENERGY WORKING GROUP**

September 21, 2010



Governor's Office of Economic Development

PTAC MISSION STATEMENT

**PTAC PROVIDES BUSINESS
DEVELOPMENT ASSISTANCE
TO SMALL COMPANIES, BY
HELPING THEM OBTAIN
FEDERAL, STATE, AND LOCAL
GOVERNMENT CONTRACTS.**

UTAH TARGET CLIENTS

- COMPANIES WITH A POSITIVE CASHFLOW
- PRODUCTS AND/OR SERVICES THAT HAVE INTEGRITY / QUALITY
- COMPANIES WHICH HAVE QUALITY CONTROL & ACCOUNTING PROGRAMS THAT ARE AVAILABLE FOR INSPECTION BY THE PRIME CONTRACTOR AND/OR THE GOVERNMENT CONTRACTING OFFICER
- ASSISTANCE IS PROVIDED TO COMPANIES THAT ARE WILLING & ABLE TO BE A PRIME OR SUB-CONTRACTOR



PTAC STRATEGIES

- **PROACTIVE APPROACH (VERSUS REACTIVE)**
- **SMALL COMPANIES WILL BE ASSISTED IN FINDING PARTNERSHIPS WITH PRIME CONTRACTORS USING:**
 - 1. TEAMING AGREEMENTS**
 - 2. PRIME / SUB RELATIONSHIP**
 - 3. MENTOR / PROTÉGÉ PROGRAM**



PTAC STRATEGIES (CON'T)

- **INDUSTRIES, PRODUCTS, & SERVICES TARGETED TO DELIVER NEW, HIGHER PAYING JOBS, WITH BENEFITS**
- **FOCUS IS ON “DO IT RIGHT THE FIRST TIME” !**
- **PTAC: A PROFESSIONAL, RESULTS - ORIENTED DEPARTMENT, WHICH CAN & WILL MAKE A REAL DIFFERENCE FOR CLIENTS.**



SERVICES PROVIDED

- **REGISTRATION ASSISTANCE:**
DUNS; CCR; CAGE CODE & NAICS CODE
- **WORKSHOPS:**
 - 1. HOW TO DO BUSINESS WITH
FEDERAL, STATE & LOCAL GOV'T**
 - 2. R.F.P. REVIEW & RESPONSE**
 - 3. BID – MATCH PROGRAM**
 - 4. INTERNATIONAL MARKETING**



SERVICES CONT.

- 5. SBA 8(a) CERTIFICATION / STATUS & FEDERAL SET-ASIDE PROGRAMS**
- 6. CONTRACT PRICING GUIDES**
- 7. SPECIFICATION INFORMATION**
- 8. HISTORICAL PRICING DATA**
- 9. BUSINESS NETWORKING,
OUTREACH EVENTS – 4/28**
- 10. MENTOR / PROTÉGÉ PROGRAM**



PTAC PARTNERS

- SBA
- SBDC
- SCORE
- MICRO-LOAN FUND
- BANKS
- COLLEGE / UNIVERSITY / ATC / AOG'S
- GOED PROGRAM MANAGERS & STAFF
- USTAR



PARTNERSHIPS TO CULTIVATE

- CHAMBERS OF COMMERCE
- HILL SMALL BUSINESS DEPARTMENT
- GENERAL SERVICES ADMINISTRATION
GSA
- SBA'S SMALL BUSINESS LIASON @
HILL AFB
- E D C U
- BRCs



FUTURE PLANS

- **PROVIDE ASSISTANCE TO COMPANIES
IN RURAL UTAH, INCLUDING HUB ZONES**
- **GOED / PTAC 5TH Annual PROCUREMENT
SYMPOSIUM – October 21, 2010**
- **LISTEN TO LEGISLATIVE, BUSINESS,
HIGHER EDUCATION, AND RURAL
LEADERS' FEEDBACK TO PTAC, AS TO
WHAT / WHEN / WHERE OUR ASSISTANCE
IS REQUIRED**



GOALS

- CREATE 6,000 NEW / RETAINED JOBS PER YEAR, WHICH EQUATES TO CONTRACTS OF \$300 Million
- MENTOR PROTÉGÉ MATCH MAKING
- TEAMING AGREEMENTS
- PRIME / SUB CONTRACTOR CONTRACTS

